



Export News

U.S. Export Assistance Center
Houston, Texas

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NEW PASSPORT REQUIREMENTS FOR INTERNATIONAL TRAVELERS TO THE U.S.

****CHANGES TO TAKE EFFECT OCTOBER 1, 2003****



All Visa Waiver Program travelers will be required to present a valid Machine Readable Passport (MRP) for visa-free entry into the United States as of October 1, 2003 (May 15, 2003 for Belgian passport-carrying travelers). This is an acceleration by four years of the official requirements for this segment of travelers. Visa Waiver Program travelers are those who travel to the United States for business or leisure for a period of less than 90 days, and have a round trip ticket.

Travelers without Machine Readable Passports

Most Visa Waiver countries began issuing Machine Readable Passports in the early or mid-1990s, so the majority of travelers from these countries should be able to easily comply with this requirement. Some countries, notably Switzerland, Italy, and Spain, may find significant numbers of their travelers in need of either a replacement passport or a Non-Immigrant Visa. Visa Waiver Program nationals who are unable to obtain a Machine Readable Passport will need a Non-Immigrant Visa.

Families and Groups Visiting the United States

U.S. bound families and groups should obtain an individual passport for each traveler, including infants. Machine Readable Passports typically have biodata for only one traveler in the machine-readable portion of the passport, and families may be denied visa-free entry into the United States if the biodata for only one traveler is machine-readable. For information about the Visa Waiver Program and Machine Readable Passports see <http://travel.state.gov/vwp.html>.

NEW ONLINE RUSSIAN CUSTOMS CLEARANCE HELP

The Trade Facilitation Link (TFLink) is a secured Internet-based system that allows U.S. exporters or their shipping agents to submit export cargo information to Russian customs brokers prior to cargo arrival for expedited customs clearance. Exporters can create, save, have validated, and submit their export document packets in this automated environment.

Benefits include:

- Secure transmission of data to the customs broker in Russia
- Shipment information validated to meet requirements set

*** NEW USEAC WEBSITE ***

<http://www.buyusa.gov/southcentral/houston.html>

by Russian Customs

- Electronic customs processing prior to cargo arrival, resulting in substantially expedited customs clearance.

TFLink was developed as part of the CLEAR-PAC Initiative, which is a U.S. and Russian customs program funded by the U.S. Commerce Department and implemented by the Foundation for Russian American Economic Cooperation. For details see <http://www.tflink.com/>.

NIGERIA - OPPORTUNITIES FOR U.S. SERVICES

Although Nigeria's economy remains driven by the production and export of its vast petroleum and natural gas resources, service sectors have become more dynamic and sophisticated in recent years. This is due largely to the government's ongoing program of economic liberalization and reform. As Nigeria recognizes the importance of participating fully in the global economy, and enacts policies to attract foreign investment for economic growth, it will create opportunities for American service providers in several key sectors -

1. Oil and Gas Services
2. Professional ICT (Information and Communication Technology) Training Services
3. Mobile Telecommunications Services
4. Healthcare Service
5. Banking Services
6. Insurance Services
7. Waste Management Services (Environmental Services)
8. Franchising
9. Aviation/Avionics

A complete report on U.S. opportunities in the services sector in Nigeria is available from our office. To obtain a copy, please contact Nyamusi Igambi at nyamusi.igambi@mail.doc.gov or 281-449-9423.

INTER-AMERICAN DEVELOPMENT BANK (IDB) PROCUREMENT NOTICES ON THE WEB

As of May 2003, the *IDB Projects Online* site ceased to exist. In an effort to increase transparency and to facilitate access to information on IDB projects and procurement opportunities, the IDB has migrated the information heretofore contained in IDB Projects Online to a new free website. To access this information, go the IDB website <http://www.iadb.org/>. Look to the left side under *Projects* and click on *Procurement*.

Learn more about the IDB at the Oct. 10 Greater Houston Partnership (GHP) program featuring Enrique V. Iglesias, President of the IDB. See **EVENTS** for details.

NAVIGATING YOUR WAY THROUGH THE WORLD BANK WEBSITE

A Primer for U.S. Companies

The US Commercial Service Liaison Office to the World Bank has put together a document to assist US companies with participating in World Bank projects. The document is available from our office or you can contact Eric Henderson, Business Liaison, at EHenderson@worldbank.org or 202-477-2967. Visit the World Bank's website at <http://www.worldbank.org/>.

INDONESIA INTRODUCES NEW COPYRIGHT LAW

The Government of Indonesia passed a new copyright law that became effective July 29. It covers industries ranging from science to arts and literature and contains important provisions long sought by international and domestic copyright holders. Provisions include legislative supports for forthcoming optical disc and computer software regulations, criminal penalties for copyright violators, and the ability for copyright holders to seek civil injunctions against pirates. For details, contact Henry Sutanto, Commercial Specialist-U.S. Embassy Jakarta at: henry.sutanto@mail.doc.gov.

SABIT OIL TERMINAL/TRANSPORTATION DELEGATION

The Special American Business Internship Training (SABIT) program is escorting a delegation of 17 mid-to-senior level Eurasian oil and gas transportation managers and design specialists to Houston Sept. 21-Oct. 2 for hands-on technical training. The delegates represent the major oil and gas companies from the former Soviet countries in Eurasia. For details on the delegation, see <http://www.mac.doc.gov/sabit/energy303.htm>.

ADVOCACY CENTER

The US Department of Commerce Advocacy Center uses the resources and authority of the U.S. Government to assist exporters in resolving problems such as: (1) foreign competitors receiving assistance from their home governments to pressure a customer into a buying decision; (2) unfair treatment by foreign government decision-makers, preventing a U.S. firm from a chance to compete; (3) procurement process politicized by linking the award to concessionary financing, promises of technology transfer, or flow of aid; and (4) tenders tied up in bureaucratic red tape, resulting in lost opportunities and unfair advantage to a U.S. competitor. Log on to <http://www.ita.doc.gov/td/advocacy/> for additional information.

TRADE LEADS



GLOBAL TRADE & TECHNOLOGY NETWORK

The Global Trade & Technology Network (GTN) is a U.S. Agency for International Development (USAID) program whose objective is to promote economic growth in developing countries through trade, investment, and technology transfer. GTN assists small- and medium-sized enterprises to:

- Build trade links
- Identify investment opportunities
- Access technologies

GTN's Southwest Manager Andres Borasino reports that his office has already assisted a local company in identifying and establishing a business relationship with an engineering company in the Philippines and assisted a Dallas-based textile exporter with securing an order and establishing a partnership with a company in Ghana. Additionally, he notes that the office is currently assisting firms in obtaining funding from the U.S.- Asia Environmental Partnership (USAEP).

Below are current trade leads from GTN:

- Kazakhstan - firm seeks U.S. companies in the oil remediation/recovery sector (Ref: RKZ20030620021)
- Mexico - company seeks suppliers of VOIP, wireless LAN telephony equipment (RMX20030722025)
- Lebanon - firm seeks manufacturers of irrigation systems (RLB20030625012)
- Poland - company seeks technologies for catalyst recycling (RPL20030402004)

For more information on GTN or the leads above, please contact Andres Borasino at 281-449-9428 or aborasino@usgtn.net. Visit GTN's website at <http://www.usgtn.net/>

EVENTS



GOING GLOBAL: THE BASICS OF EXPORTING SEMINAR SERIES

Freeport, Sept. 5
Bay City, Sept. 19
Victoria, Oct. 10

Co-sponsored by the Houston District Export Council, the US Export Assistance Center and Congressman Ron Paul (Texas District 14), the program is geared towards new-to-export companies or current exporters who want to broaden their knowledge base. One-on-one meetings with the presenters are available afterwards. The program will be held in the three locations listed above. The agenda includes:

- Overview of Exporting and Export Marketing
- Texas Economic Development Programs to Promote International Business
- Export Finance
- International Transportation & Freight Forwarding
- International Trade Law
- Global Trade & Technology Network
- Internet Resources for Export Documentation, Marketing and Leads
- The Challenges and Successes of International Business

Time: 8:00 am-2:00 pm. Cost \$20 in advance or \$25 at the door and includes lunch and materials. A registration form is available at <http://www.buyusa.gov/southcentral> under Upcoming Events in the Houston office, or contact Pam Plagens at pam.plagens@mail.doc.gov or ph: 281-449-9412.

CONQUERING CULTURAL BARRIERS

August 21

Hewlett Packard Facility, Houston

Sponsored by the Organization of Women in International Trade - Houston, the lunch program will focus on improving attendees awareness of international customs, etiquette and protocol. Speakers are Nancy Hawes, Asia Society; Aida Araissi, Bilateral Arab-U.S. Chamber of Commerce; and Marco Bracamontes -Houston Tampico Sister Cities Association Inc. Cost is \$5 members/\$10 non-members. To register contact Theresa Garcia at Tgarcia@Roanoketrade.com or ph: 713-528-6464.

MOROCCO—OPTICAL FIBER BUNDLES AND CABLES

Supply and assembly of optical fiber cables for existing HV/AHV lines. This project is financed by the African Development Bank and the French Development Agency. To obtain a copy of this lead, contact Nyamusi Igambi at nyamusi.igambi@mail.doc.gov.

LETTERS OF CREDIT SEMINAR

August 27
Houston

Co-sponsored by the National Association of Credit Managers (NACM) and Wells Fargo HSBC Trade Bank, this full-day seminar includes practical information about managing the letter of credit (L/C) process to mitigate foreign risk, expedite payment, and to provide short-term buyer finance. Attendees will receive an extensive workbook with tip sheets, L/C formats and checklists. Cost is \$125 members/\$145 non-members. For questions contact Kathryn Hill-Reed of NACM at 281-228-6100.

MADE IN AMERICA 2003

September 1-3
Beirut, Lebanon

Showcasing American products and services with a special emphasize environmental technology, the event is being organized by the U.S. Embassy. It will be accompanied by workshops to introduce American business practices and U.S. government programs. There is no charge for exhibition space. For details, contact Mr. Naaman Tayyar at TayyarNA@state.gov or BeirutTradeFair@state.gov.



For details on these programs, contact Maria Casas at 713-844-3662 or mcasas@houston.org.

- **Exporters Workshop Series: Business Documentation Procedures**, Sept. 4, 8:15-11:30 am, no cost.
- **International Executive of the Year**, Sept. 10, 12:00-1:30 pm. Partnership members \$35/ non-members \$70.
- **Brazil-US Relationship After the Lula-Bush Summit: FTAA Prospects** featuring His Excellency Rubens Antonio Barbosa, Ambassador of Brazil to the US, Sept. 12, 11:30 am-1:30 pm, members \$35/non-members \$70.
- **Import/Export Overview**, Sept. 18, 8:30 am-4:30 pm, members \$20/non-members \$40.
- **Latin America in the 21st Century: New Directions in Trade and Investment** featuring Enrique V. Iglesias, President of the Inter-American Development Bank, Oct. 10, 11:30 am-1:30 pm., members \$35/non-members \$70.
- **Business without Borders: New Ties Between the US and Central America** (Being held in conjunction with Central American Free Trade Agreement 8th Negotiation Round), Oct. 21-23. Cost \$95 or \$150 after Oct. 13.

U.S.- ARAB ECONOMIC FORUM

Sept. 28-30
Detroit, Michigan

Under the theme, ***One World. Two Cultures. Endless Possibilities*** the event will bring U.S. and Arab world leaders together for three days of discussions to transform the current state of misperceptions, conflict and difficulties into a world of appreciation, community and cooperative action. For details see: <http://www.usaeforum.org/2003/Home/> ,

DISTANCE LEARNING IN SOUTH AMERICA

September 30 - October 3
Porto Alegre, Brazil

This tenth annual international congress is organized by the Brazilian Distance Education Association (ABED), which has more than 2,000 members and works closely with the American Distance Learning Association (ADLA). The program will cover all areas of studying at a distance, from e-learning to the use of television, radio and printed material. With its location in Porto Alegre, in the far south of Brazil, the event is expected to attract many participants from neighboring countries. For further information, contact Lynn Wong at lynn.wong@mail.doc.gov or see <http://www.abed.org.br>, which has program and commercial information in the three languages.

CATALOG ROADSHOW**SOUTH AFRICAN SAFARI 2003**

October

Durban, Cape Town and Johannesburg

The Commercial Service in South Africa is organizing a road show to introduce American products and services to interested South African buyers. For \$150, participants will reach thousands of South African businesses in three major cities and will receive trade leads after every show. Targeted sectors are: aerospace/defense, apparel/textiles, auto parts, consumer goods, environmental technologies, information/communications technologies, infrastructure/mining, medical/healthcare/ cosmetics, oil and gas/chemicals and safety and security. For more information and to register for this event, see <http://www.buyusa.gov/southafrica/en/page276.html>.

AQUATECH ASIA 2003

October 2-4
Bangkok, Thailand

Cosponsored by the Provincial Waterworks Authority of Thailand this international conference on water

technology and water management is one of the biggest conferences in the region, with over 350 delegates attending in 2001. To download forms for offline registration and other information, please visit website at <http://www.aquatech-asia.com/> or <http://www.aquatechtrade.com/home.asp>.

POWER-GEN MIDDLE EAST 2003

October 13-15

Abu Dhabi International Exhibition Center, UAE

Market data indicates that Middle Eastern countries will invest around US\$150 billion over the next 20 years to meet expanding residential and industrial demand for power. Power-Gen Middle East will provide an ideal platform for U.S. companies wishing to enter, establish or reinforce their presence in the thriving Middle East market. For details contact Alex Khochafian at Alex.Khochafian@mail.doc.gov or see www.power-gen-middleeast.com.

EMERGING TRENDS & OPPORTUNITIES IN MEXICO'S GROWING HOUSING MARKET

October 16-18

Mexico City, Mexico

This is the National Association of Homebuilders first International Housing Conference in the Americas and will be co-located with Expo CIHAC, the largest and most prestigious event for Mexico's building and housing industry. To register, see <http://www.nahb>.

BIS CONFERENCE ON EXPORT CONTROLS & POLICY

October 20-21

Washington, DC

Update 2003 offers comprehensive information useful to exporters affected by U.S. export control policies and procedures. During this year's event, BIS is again offering a wide array of topics in the plenary sessions and in specific workshops, including transshipment dangers, developing control lists, reexport controls, and export compliance. To register see: <http://www.bis.doc.gov/seminarsandtraining/update2003.htm>.

Please note, in February 2004 the Houston District Export Council will be hosting a BIS seminar in Houston. Watch for details!

UKRAINE'S INTERNATIONAL OIL & GAS 2003

October 27-30

Kiev, Ukraine

Ukraine represents the second fastest growing economy in the former Soviet Union, with a zero percent

inflation rate and five percent GDP. The Commercial Service in Kiev is organizing a USA Pavilion and Product Literature Center (PLC) at the event. The Product Literature Center cost is \$250.00. For other participation information, please contact Victoria Sergeeva at victoria.sergeeva@mail.doc.gov, ph: (380-44) 490-4018 or fax: (380-44) 490-4046.

USED EQUIPMENT CATALOG SHOW

November 8-29

Lima, Peru

Commerical Service-Lima, Peru is organizing a Used Equipment Catalog Show at the US Embassy - Commercial Library. This show will include catalogs from a variety of used and refurbished equipment companies interested in establishing a market presence in Peru. In lieu of importing new or state-of-the art technologies, many companies purchase reconditioned or remanufactured equipment for many industries including food processing and packaging equipment, agricultural machinery, textile machinery and construction/mining equipment. Cost is \$250. For details please contact: Isabel Velez at Isabel.Velez@mail.doc.gov or ph: (51-1) 434-3000 ext. 2670; 434-3040.

INFORMATION/COMMUNICATIONS TECHNOLOGY

MISSION TO IRELAND

November 17-21

Belfast & Dublin

Under Secretary for Technology Administration Phil Bond is leading the group. Estimated cost: \$3,500 exclusive of travel & lodging. Registration deadline Sept. 19. For details, contact Ms. Sujata Millick at sujata.millick@ta.doc.gov or 202-482-6804.



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